

Alabama Primary Health Care Association
PROCUREMENT COMMUNICATION AND DOCUMENTATION
October 21, 2026

Procurement Title: Cybersecurity, Compliance and Managed Services

RFP Number: RFP#9302026-2

Funding Source: Federal grant funds through the Rural Health Transformation Program administered by the Centers for Medicare & Medicaid Services through the Alabama Department of Economic and Community Affairs

Communication Distribution: To ensure an open and competitive procurement process, this response is being distributed uniformly to all known prospective respondents via email. APHCA provides all responses, clarifications, revisions, and technical corrections in writing to ensure an open, fair, and competitive procurement process. No oral interpretation, discussion, or representation is binding. Only written addenda or written responses issued by APHCA shall modify or clarify solicitation requirements. Respondents are responsible for reviewing all issued addenda and incorporating applicable changes into their proposals.

Method of Distribution: Emailed to known vendors

Subsequent Communication Documentation:

1. Addendum #2, Clarifications and Revisions
2. Responses to Questions Received by October 9, 2026

Impact of Supplement RFP Communication: Updates, revisions, technical corrections, and related responses to vendor questions do not materially affect the scope of the original Request for Proposal issued October 1, 2026.

Procurement Point of Contact: Erin Harvey, eharvey@alphca.com

ADDENDUM 2: Cybersecurity, Compliance and Managed Services
RFP #9302026-2

Revisions and clarifications are provided by RFP section and tracked in **red**.

3. Procurement Schedule (Previously issued in Addendum 1, 10/14/2026)

To support the anticipated selection and implementation timeline, APHCA intends to operate according to the following schedule:

Activity	Date
RFP release	October 1, 2026
Vendor questions due	October 9, 2026
Answers/addenda issued by APHCA	October 21, 2026
Proposals due	November 13, 2026, 4:30 p.m. CT
Notice to vendor of conditional intent to award	November 20, 2026
Proposed contract submitted to ADECA for approval	December 4, 2026
Anticipated contract execution, subject to ADECA approval	December 21, 2026

APHCA reserves the right to make modifications to the above schedule at its sole discretion. In the event of significant change(s), known vendors will be notified by email.

5. Required Service Approaches and Technical Scope

~~Respondents may propose one or more approaches. Each proposed approach must be independently understandable and priced using the required schedules. APHCA may combine approaches only through the evaluated award and approved contract.~~

APHCA intends to award a single contract to support services specified in the RFP. Respondents' proposal must include services and related items that address each service approach. Pricing for each approach must be independently understandable using the required schedules.

6. Year One Scope, Deliverables, and Acceptance

6.1 Year One Base Scope

The Year 1 base scope covers six rural healthcare organizations (operated by five corporations), approximately 29 care locations, and approximately ~~1100~~ 1,200 devices. Final technical quantities will be confirmed through an anonymized environment profile, contracting, and onboarding.

11.0 Evaluation and Award Methodology

11.1 Minimum Qualifications and Responsiveness, Pass/Fail

- Timely submission
- ~~Demonstration of qualification and registration to conduct business in Alabama as of the date of the proposal submission. Domestic corporation~~
- Response to every required section
- Complete pricing for each proposed approach
- Contractor eligibility and conflict-of-interest certifications
- No disqualifying suspension, debarment, exclusion, or ineligibility
- Ability to meet the implementation schedule
- Required insurance and security/privacy commitments
- Acceptance of applicable federal and RHTP requirements

Attachment 11: Required Cost Proposal Form

Cybersecurity, Compliance, and Managed Services / RFP #9302026-2

Rev. 10.21.2026

MANDATORY FORM

Complete this Attachment for each service approach proposed. Enter “\$0 included” for included charges and “N/A” only when an item does not apply. Do not substitute a vendor pricing sheet. You may attach supplemental details, but this completed and signed form controls if pricing documents conflict.

Standard commercial subscription pricing is acceptable, provided the pricing represents a direct programmatic expense or is properly incorporated within the allowable provisions of the Rural Health Transformation Program, as required by federal procurement and cost principles, and state procurement rules. Vendors should propose their best pricing for nonprofits and federally funded programs.

1. Respondent Identification

Legal name: _____

DBA, if any: _____

Pricing contact and title: _____

Email and telephone: _____

Authorized signatory and title:

Proposal price-validity period (minimum 90 days):

2. **Mandatory** Service Approaches **Priced**

APHCA anticipates making a single award for each service approach in the RFP. Respondents' proposals must provide pricing for each approach.

- ☐ Approach A: Independent one-time cybersecurity audit without remediation support
- ☐ Approach B: Monthly compliance assessment, ongoing monitoring, management, and advisory service
- ☐ Approach C1: Full MSP all-inclusive monthly bundle
- ☐ Approach C2: Co-managed or augmented IT all-inclusive monthly bundle
- ☐ Approach D: One-time cybersecurity audit with remediation labor

3. Pricing Instructions and Procurement Controls

- Prices must be firm-fixed or based on clearly defined unit prices and stated in U.S. dollars. Disclose every assumption, exclusion, dependency, minimum commitment, tier, overage, escalation, pass-through charge, third-party fee, tax, transition charge, and early-termination charge.
- All prices must include all labor, implementation, project management, appliances, hardware, shipping, travel, licensing, subscriptions, testing, reporting, support, remediation, engineering, secure offboarding, data return, overhead, and profit required for the proposed scope unless expressly listed as an optional or excluded item.
- Complete pricing separately for every approach proposed. Each approach must be independently understandable and evaluable. Do not shift the required cost to another approach or future period.
- APHCA may verify arithmetic, request clarification that does not materially alter the proposal, and correct an obvious extension error using the stated unit price. APHCA will notify the respondent of any corrections.
- APHCA will evaluate total anticipated cost, including implementation, recurring charges, subscriptions, usage, likely adjustments, transition, and other required Year 1 charges, rather than only an initial or monthly rate.
- No cost may be incurred, and no work may begin before all required approvals and execution of a written agreement. Any future expansion, renewal, or option is contingent on documented need, available funding, satisfactory performance, applicable eligibility, required ADECA approval, and a written amendment or agreement.
- Pricing and award remain subject to APHCA's documented procurement procedures, applicable 2 CFR Part 200 requirements, applicable Alabama requirements for a nongovernmental recipient or subrecipient, RHTP award conditions, ADECA requirements, price or cost analysis, contractor responsibility review, prior approvals, available funding, and execution of a written agreement. Costs must be necessary, reasonable, allocable, consistently treated, adequately documented, and not prohibited by the award or law.
- Services beyond the evaluated and awarded scope are not guaranteed. No charge omitted from this form is payable unless authorized through a compliant written amendment and all required approvals. Respondents must not split, defer, bundle, or reclassify charges to evade a procurement threshold, competition requirement, or approval.
- The resulting contract is funded with federal funds under a federal award. ~~that does not permit administrative or indirect cost recovery. Respondent pricing must not include administrative costs, indirect costs, or indirect cost rate changes in any proposed price,~~ Costs determined unallowable, inadequately documented, or inconsistent with 2 CFR Part 200 Subpart E will not be reimbursed.

4. Approach A: Independent One-Time Audit Without Remediation

Item	Required component	Firm-fixed price
A1	Kickoff, discovery, and scope validation	\$
A2	Assessment appliance, preparation, shipping, retrieval, and sanitization	\$
A3	HIPAA Security Rule risk analysis	\$
A4	NIST CSF 2.0 maturity/gap assessment	\$
A5	Asset, network, identity, endpoint, cloud, and control review	\$
A6	Internal and external vulnerability assessment	\$
A7	Authorized internal/external penetration testing	\$
A8	Web application, wireless, phishing, and social-engineering testing	\$
A9	Microsoft 365/Entra/Defender/Intune or applicable cloud review	\$
A10	Incident response and business continuity readiness	\$
A11	Risk register, vulnerability inventory, findings, briefing, roadmap	\$
A12	Travel, shipping, and other required expense	\$
Approach A: All Inclusive Cost		\$

Number of organizations covered: _____

Number of locations/devices covered: _____

Assessment limitations and excluded remediation:

5. Approach B: Monthly Compliance, Monitoring, Management, and Advisory

Item	Component	Billing unit	Unit rate	Qty.	Year 1 total
B1	Implementation/onboarding	one time	\$		\$
B2	GRC/compliance platform	month	\$	12	\$
B3	Risk/control/evidence management	month	\$	12	\$
B4	Vulnerability scanning and management	month	\$	12	\$
B5	Penetration/social-engineering testing	event	\$		\$
B6	Security awareness/phishing simulation	month	\$	12	\$

B7	Identity/dark-web/SaaS monitoring	month	\$	12	\$
B8	Microsoft 365 and cloud governance	month	\$	12	\$
B9	vCISO/advisory/reporting	month	\$	12	\$
B10	Other required cost	specify	\$		\$
				TOTAL YEAR 1: \$	

Included labor hours per month and categories:

Overage rate and approval requirement:

Scanning/testing cadence and whether included:

Remediation responsibility and separately billable activities:

Minimum term, renewal price, and escalation cap:

6. Approach C: All-Inclusive Managed or Co-Managed Bundle

Item	Component	Billing unit	Unit rate	Qty.	Year 1 total
C1	Implementation, migration, and onboarding	one time	\$		\$
C2	Managed/co-managed operations	month	\$	12	\$
C3	SOC/SIEM and 24x7 monitoring	month	\$	12	\$
C4	Endpoint/identity/network/cloud management	month	\$	12	\$
C5	Help desk and escalation	month	\$	12	\$
C6	Compliance/GRC/vCISO services	month	\$	12	\$
C7	Remediation, engineering, retesting	month	\$	12	\$
C8	Standard third-party subscription stack	month	\$	12	\$
C9	Reporting/training/tabletop support	month	\$	12	\$
C10	Other required cost	specify	\$		\$

				TOTAL YEAR 1: \$	
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- Model priced: ☐ Full MSP ☐ Co-managed/augmented IT
- Remediation/project/engineering labor: ☐ Unlimited in defined scope ☐ Allowance of ____ hours/month ☐ Separately billed at \$____/hour
- Help-desk labor: ☐ Unlimited in defined scope ☐ Allowance of ____ hours/month ☐ Separately billed at \$____/hour

Client staffing retained and cost-driving responsibility differences:

7. Approach D: One-Time Audit with Remediation Labor

Item	Required component	Firm-fixed price
D1	All Approach A assessment and reporting	\$
D2	Included remediation labor: ____ hours	\$
D3	Microsoft 365/Entra/Defender/Intune hardening	\$
D4	Network segmentation/firewall implementation	\$
D5	Endpoint/server/identity remediation	\$
D6	Backup/disaster recovery/continuity improvement	\$
D7	Incident-response planning/tabletop/policy development	\$
D8	Retesting and remediation verification	\$
D9	Travel, shipping, tools, and other required cost	\$
	APPROACH D ALL-INCLUSIVE FIXED PRICE	\$

Remediation hourly overage rate and written-approval trigger: _____

Excluded remediation, hardware, subscriptions, or third-party work:

8. Device-Level Comparative Pricing, Levels 1-28

COMPLETE FOR EACH PROPOSED APPROACH

Duplicate this schedule if prices differ by Approach or managed-service model. Define “device” below. Recurring Year 1 total must equal implementation plus 12 months of related subscription charges, other recurring charges, as applicable, and ~~plus~~ all other required Year 1 charges.

Level	Devices	Implementation	Monthly service	Monthly subscriptions	Year 1	Year 1 total
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1	Up to 25	\$	\$	\$	\$	\$
2	Up to 50	\$	\$	\$	\$	\$
3	Up to 75	\$	\$	\$	\$	\$
4	Up to 100	\$	\$	\$	\$	\$
5	Up to 125	\$	\$	\$	\$	\$
6	Up to 150	\$	\$	\$	\$	\$
7	Up to 175	\$	\$	\$	\$	\$
8	Up to 200	\$	\$	\$	\$	\$
9	Up to 225	\$	\$	\$	\$	\$
10	Up to 250	\$	\$	\$	\$	\$
11	Up to 275	\$	\$	\$	\$	\$
12	Up to 300	\$	\$	\$	\$	\$
13	Up to 325	\$	\$	\$	\$	\$
14	Up to 350	\$	\$	\$	\$	\$
15	Up to 375	\$	\$	\$	\$	\$
16	Up to 400	\$	\$	\$	\$	\$
17	Up to 425	\$	\$	\$	\$	\$
18	Up to 450	\$	\$	\$	\$	\$
19	Up to 475	\$	\$	\$	\$	\$
20	Up to 500	\$	\$	\$	\$	\$
21	Up to 525	\$	\$	\$	\$	\$
22	Up to 550	\$	\$	\$	\$	\$
23	Up to 575	\$	\$	\$	\$	\$
24	Up to 600	\$	\$	\$	\$	\$
25	Up to 625	\$	\$	\$	\$	\$
26	Up to 650	\$	\$	\$	\$	\$
27	Up to 675	\$	\$	\$	\$	\$
28	Up to 700	\$	\$	\$	\$	\$

Approach/model covered: _____

Definition of device and treatment of servers, mobile, network, IoT, virtual, and cloud assets:

9. Common Year 1 Evaluation Scenario

COMPARABLE PRICE REQUIRED

Price the RFP's stated Year 1 base scenario for six participating rural healthcare organizations operated by five corporations, approximately 29 care locations, and the technical quantity assumptions used in your proposal. Clearly state any conflict between device estimates and final validated quantities.

Cost driver	Evaluation quantity/assumption	Rate/basis	Extended Year 1 cost
Organizations	6		\$
Corporate entities/headquarters	5		\$
Care locations	Approximately 29		\$
Devices/endpoints	Respondent assumption:		\$
Users	Respondent assumption:		\$
Microsoft 365 tenants	Respondent assumption:		\$
Cloud environments	Respondent assumption:		\$
Network devices/firewalls	Respondent assumption:		\$
External IP ranges	Respondent assumption:		\$
Other material driver			\$

Scenario cost component	Amount
Implementation and onboarding	\$
Recurring service, 12 months	\$
Third-party subscriptions, 12 months	\$
Required assessments/testing	\$
Included remediation/engineering	\$
Travel/shipping/appliances/hardware	\$
Transition/offboarding/data return	\$
Other required Year 1 charges	\$
Less credits and discounts	(\$)

10. Third-Party Subscription and Pass-Through Disclosure

Product/service	Billing unit	Unit rate	Markup/rebate	Year 1 total
Microsoft 365/security add-on		\$		\$
Other cloud security add-on		\$		\$
Advanced email protection		\$		\$
SaaS alerting engine		\$		\$
SOC/SIEM service		\$		\$
Management agent		\$		\$
EDR/XDR/security agent		\$		\$
Firewall as a service		\$		\$
Other		\$		\$

Identify new, upgrade, add-on, client-owned, or reseller status and all client-owned license credits: _____

11. Situational Adjustments, Optional Units, and Credits

Situation	Unit basis	Included threshold	Add/(credit)	Conditions
Additional care site	per site		\$	
Additional legal entity	per entity		\$	
Additional Microsoft 365 tenant	per tenant		\$	
Additional cloud environment	per environment		\$	
Device above tier	per device/next tier		\$	
User above assumption	per user		\$	
Server/cloud workload	per asset		\$	
Client-owned subscription credit	per license/month		(\$)	
Partial-stack credit	per component/month		(\$)	

After-hours/emergency labor	per hour		\$	
Incident response/digital forensics	per hour/event		\$	
Transition/offboarding	fixed/hour		\$	
Other			\$	

12. Term, Escalation, Termination, and Payment Terms Required initial commitment:

Renewal option and renewal price:

Maximum annual escalation: ____% or index/formula:

Early termination charge and calculation:

Transition/offboarding charge and calculation:

Invoice frequency and payment terms:

Prompt-payment or nonprofit discount:

Price hold for optional expansion:

13. Price Reasonableness and Cost Disclosure Published commercial/list/catalog pricing reference:

Comparable customer, cooperative, GSA, or other benchmark:

Difference between proposed and standard/comparable pricing:

Subcontractors, affiliates, resellers, and share of price:

Volume discounts and exact breakpoints:

Contingent, performance, savings, or revenue-based fee formula and maximum:

Taxes included/excluded and legal basis:

Any related-party transaction or organizational conflict affecting price:

PRICE ANALYSIS SUPPORT

APHCA may use this information, proposal comparisons, market research, historical pricing, published pricing, or other appropriate methods to document price reasonableness.

Respondents must provide sufficient detail to permit evaluation without revealing legally protected information beyond what the solicitation or law requires.

14. Assumptions, Exceptions, and Exclusions

1.

2.

3.

4.

5.

15. Authorized Cost Proposal Certification

By signing, the authorized representative certifies that this cost proposal is complete, accurate, independently developed, and binding for the stated validity period; includes all required costs except expressly disclosed optional or excluded charges; contains no undisclosed gratuity, kickback, collusive arrangement, contingent procurement fee, or improper influence; does not split, defer, bundle, or reclassify charges to avoid competition, thresholds, or approvals; provides pricing supported by records sufficient for price analysis, invoice review, monitoring, audit, and allowability review; and acknowledges that no work may begin and no contractual right arises before all required approvals and execution of a written agreement.

Respondent legal name:

Authorized representative (print):

Title:

Signature: _____

Date: _____

Email and telephone: _____

Compliance Note: This form is drafted for a nongovernmental recipient or subrecipient using federal financial assistance. It is intended to support competition, comparable pricing, price or cost analysis, procurement-history documentation, contractor oversight, and applicable contract controls. The executed agreement, award terms, APHCA policy, ADECA conditions, and applicable law control. Final legal and grant-administration review is required before release.